

THE

Publishers' Weekly

THE AMERICAN

BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

[ESTABLISHED 1852.]

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NEW YORK, December 23, 1916

WHOLE NO. 2342

To Be Published January 12th

WILDFIRE

By

ZANE GREY

We begin the new year—our Century Year—with a Zane Grey novel. Grey has written many books but here is the best of them all. He has written of wonderful horses, but Wildfire outruns them all.

And this book will go like Wildfire once it is started—there will be no stopping it.

We have prepared attractive colored posters which we shall be glad to supply on demand.

Frontispiece. \$1.35 net

HARPER & BROTHERS

Established 1817

IT SUPPLEMENTS
EVERY CYCLOPEDIA AND
KEEPS IT UP TO DATE

Information Annual *for* 1915

A continuous cyclopedia and digest of current events covering 1915.
Octavo, 661 pages, bound in buckram, \$4.00. *Ready.*

Information Annual *for* 1916

Will be published about February 15, 1917. Uniform with The
Annual for 1915, \$4.00. *In Press.*

"A fund of knowledge, found perhaps in no other place and certainly in none so compactly as in the Information Annual, this year includes several topics of which intelligence is limited. The European war, for instance, and its many unprecedented developments are thoroughly covered, and a call for 'Information' is likely to save many minutes in a hurried search for uncommon knowledge."

—Editor of *The Fourth Estate*.

The basis of the Information Annual is the periodical "Information: a Digest of Current Events." It is published monthly and cumulated quarterly. Subscription, \$4.00 a year; with the Annual volume \$6.00 a year.

R. R. BOWKER CO., *Publishers*

241 WEST 37th STREET

NEW YORK CITY

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

December 23, 1916

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

THE WEAKNESS OF DEALER ADVERTISING IN THE BOOK-TRADE

As every advertiser knows, there is—or should be—a difference between advertising copy aimed at the consumer and copy aimed at the dealer. The former tells what an article is, how it differs from competing articles, what people say about it, and why the prospective buyer should have it. Dealer copy, however, should not only tell this but in addition should "sell" the dealer on the, to him, even more important questions: why it is worth the dealer's while to stock the article and what people in his community will want it. A recent issue of the *Saturday Evening Post* contained an article on selling on the road in which an instance was cited of a salesman's going into a new and highly competitive territory and making good on the following fundamentally sound dealer appeal: "I realize that I am offering you a new article and that mine is only one among hundreds of articles which you carry, but I believe in this article for such and such reasons and I believe you can sell it for the following reasons. . . . My future standing in this city depends on my dealing fairly by you now and I am therefore in the position of your partner in advising this investment." This is essentially the attack of trade paper copy, for advertisements in a trade paper are nothing more or less than salesmen who visit dealers fifty-two times each year and go with them thru their stock of the article advertised—that is, they do if they are good dealer copy!

It is of interest in this connection to thumb the current file of the PUBLISHERS' WEEKLY. Surely books, if anything, offer an opportunity for direct and varied dealer talk! And yet, judged from this angle, well over half the advertising in our columns fails to return its

full value. Fully two-thirds of it makes no pretense at making a special dealer appeal—it is nothing but consumer copy off the same spool as the copy for the daily press.

It is, perhaps, difficult for the publisher, whose own books bulk so large to him in the literary output of the year, to realize that after all many of his fondest offerings are to the retailer—the man to whom he looks for his sales outlet—little more than names. Thus the description of "The Syrian Christ" by Abraham Mitrie Rihbany as "of unusual significance," "a study and interpretation of Jesus Christ by a Syrian," leaves, or is apt to leave, the busy dealer in the midst of a busy season fairly cold, tho as a fact it well merits the first phrase. At best an appeal of this sort will have to be reiterated a large number of times before it will get the results of some such line of approach as the following: "This book, Mr. Bookseller, is by one of America's most prominent Unitarian ministers. It will pay you therefore to call it especially to the attention of the members of the Unitarian church in your community. We have prepared special circulars written from this particular angle of appeal which will be sent you upon request. It will also sell to other ministers, to social workers, to all Sunday School teachers and workers, to those who have purchased Bibles of you, [etc.,] because it supplements the Bible and all commentaries on the Bible in its authentic interpretation of the native Syrian background of the Bible story."

"Or take a book like John Muir's just published "Thousand Mile Walk to the Gulf"; suppose the trade advertising copy on this book, instead of stopping with the statement that "John Muir's journal of his tramp from Indiana to Florida in 1867 and of his trip thence to Cuba and finally to California will be warmly welcomed, because it is interesting in itself as well as for the light it throws on the development of the great naturalist's aims," leaving the publishers probably to circularize the membership of the Appalachian Mountain Club and other walking and mountaineering organizations by whom the book is especially likely to be "warmly welcomed," suppose the publishers had pointed out to the trade that among many other bodies and classes of readers this book would interest especially the members of the American Alpine Club, the American Geographical Society, the Appalachian Mountain Club, the Colorado Mountain Club, the Geo-

graphic Society of Chicago, Boy Scout leaders, local members of natural history societies, not to speak of the innumerable readers of the *National Geographic Magazine*, etc., etc., and that they would supply the trade with special circulars with which to reach these buyers. The same line of attack could be incorporated into the trade advertisements of nearly every non-fiction book published. It is not that we advocate the omission of general descriptive matter from dealer advertisements, but we do urge that the incorporation of direct dealer appeal is essential if full efficiency is to be gained from PUBLISHERS' WEEKLY advertisements. There are scores of mediums, such as our own *Book Review*, thru which to advertise books to the individual ultimate consumer: the PUBLISHERS' WEEKLY, except for its library clientele, is not one of them. Its field is no less important but it is distinctly different.

In the case of fiction it is generally more difficult to tell why people will buy one book rather than another and consequently why the dealer should stock it, but even here there is room for more direct dealer appeal than frequently appears in our advertising pages. Bold-face announcements that a book is "sweet as cherry blossoms," "a modern 'Quo Vadis,'" or "the biggest novel of a decade"—right enough for consumer copy perhaps (altho we doubt it!)—doesn't hit the bookseller in the pocket as hard as the announcement that "this book will sell to the same people who bought 'Pollyanna' and 'Michael O'Halloran'"—recent big money-makers for him—or "a book which makes substantially the same appeal as 'The Harbor' and which altho by a new author we think enough of to risk a first printing of 10,000 copies." Or, in addition to advertising "The Spinster" as "the story of a nineteenth century girl who finds her place in the twentieth century," tell the dealer that the book will sell especially to his feminist patrons, to suffragists, to unmarried wage-earning women, to anti-vivisectionists, to people of New England extraction, to people interested in socialism, etc.

Some day we may reach a sufficient state of trade frankness and co-operation for the publisher to tell his sales partner, the retailer, before asking him to risk money on a "cat in a bag," just how much faith he, the publisher, has in a book in terms of copies printed before publication. If anybody knows, or is prepared to guess, at a book's possibilities, it is the publisher, and greater frankness

in this regard would go far toward vitalizing a publisher's trade advertising copy. One of the Book Supply Company's strongest appeals to the trade in the case of the Harold Bell Wright books is the cold figure statements of copies of previous books sold and copies printed of the new book before publication. The trade is almost hypnotized by such argument.

The easy answer to a plea for such suggestive advertising is that the booksellers would not adopt such sales "leads" even if the publisher offered them, that, in fact, such suggestions in the past have not met with any particular response. This is in part true but it is also true that the average retailer has not in the past been accustomed to find so many definite sales tips in his trade advertisements that he has come to look there for them: when he does, the readiness to follow them up will inevitably follow.

WITH white paper selling as "waste" at between two or three cents a pound, this would seem to be the time for publishers to scrap sheet stock of old "has beens" which they are carrying in their own or their binders' warehouses. It is hard for the manufacturing man to admit to the man higher up that he has "over-manufactured"; there persists a hope that something may happen to start a boom and clear out a few of those cobwebby sheets, so he carries them along from year to year in his inventories. But with the present opportunity to realize on their old paper content—an opportunity which may not last many months longer—it would certainly seem the wiser policy to write a number of the more flagrant offenders off the books.

COPYRIGHT AND MORALS

THE protection of copyright cannot be claimed for works which are libellous, blasphemous, immoral or fraudulent. Like other legal concepts, says Richard C. De Wolf in the *Bulletin* of the Authors' League of America, the meaning of these terms, as applied by the courts, is likely to change from time to time. One hundred years ago the British Chancellor, Lord Eldon, refused to issue an injunction to prevent the piratical republication of Byron's "Cain," because it was supposed to cast doubts upon the truth of Christianity. To-day its scepticism and rebelliousness are comparatively trite. Fifty years ago a United States Court refused to sustain the copyright in "The Black Crook," a celebrated burlesque, because of its immorality. At the present time it would scarcely create a ripple of excitement on Broadway. Five

years later it was seriously maintained that there could be no protection at common law in the State of Massachusetts for an unpublished play because of the essential immorality of all stage productions. Judge Hoar treated the contention with rather more respect than it would be likely to receive now, but dismissed it with a few sensible words of comment which remain applicable to all arguments of the kind. "Courts will not interfere," he said, "to vindicate the claims of any party to the exclusive enjoyment or disposal of an immoral or licentious production; but the particular application once made of this rule of the common law, in conformity with the peculiar opinions, sentiments or prejudices of one generation of men, will not control its application in a state of society where different views prevail. If our ancestors prohibited all scenic exhibitions, it was because they regarded them as immoral and pernicious. If we do not so regard them, the reason ceasing, the rule ceases with it."

In the United States we have no cases reported in which copyright has been denied or opposed on the ground of the libellous, seditious or blasphemous character of the matter involved, but we have several cases in which immorality, in the narrower sense of the term, has been held a reason for refusing to protect the work which showed it.

The earliest of these cases is *Martinetti vs. Maguire*, "The Black Crook" case above mentioned. Possibly some ancient graybeards may still remember "The Black Crook," in its day esteemed the limit in the way of sinful seductiveness. It was a spectacular burlesque. Its lines did not amount to anything and the culminating scene, consisted chiefly, to quote from a witness at the trial, "of women lying around loose." For the merit (and the profit) of having composed this objectionable show Maguire and Martinetti contended in a suit brought in the United States Court in San Francisco in 1867. The court would not allow Martinetti the injunction he desired because he did not prove that he owned the piece and would not allow Maguire his injunction, first, because the piece was a mere arrangement of scenic effects, not a dramatic composition, and, second, because it was immoral and indecent. Scrutton, an English authority on copyright, observes of this decision that "the learned judge's morality appears to have overcome his grasp of the general law."

The next case in which the question of immorality arose (*Broder vs. Zeno Mauvais Music Co.*, 1898) has two curious points of coincidence with the last one. It was tried in the same court in San Francisco and involved the same dispute as to authorship. Bert Williams, the prince of negro entertainers, then just emerging from obscurity, had made a hit with a song called "Dora Dean," which another negro comedian, Charles Sydney O'Brien, was accused of having pirated in his song "Ma Angeline." The parties to the infringement suit were the respective publishers. It was found that Williams was the original composer of the song, but the court refused

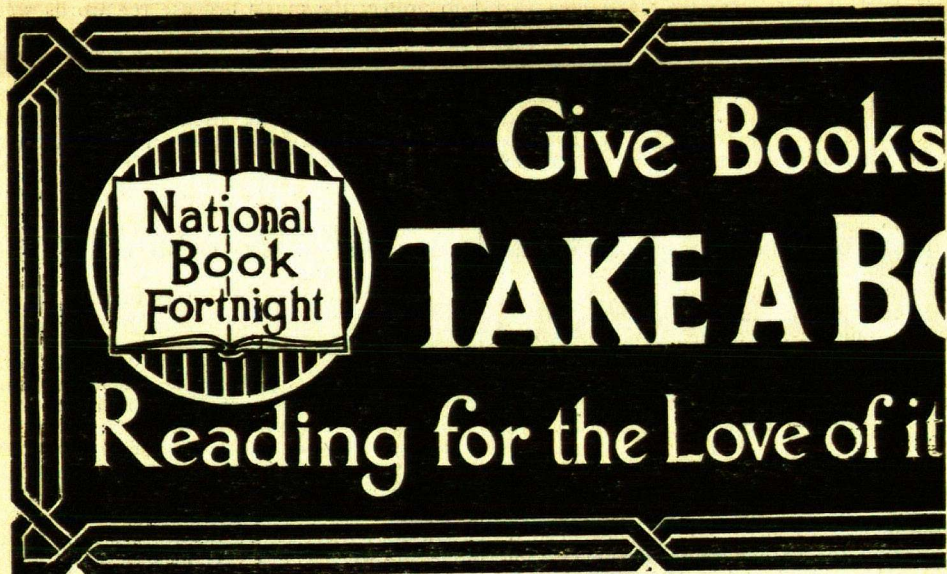
to protect the music because the words were indecent—or rather because one indecent word was used in the song. Much evidence was introduced pro and con regarding the meaning of this word, but it was finally decided "that the word 'hottest' as used in the chorus of the song 'Dora Dean' has an indelicate and vulgar meaning, and that for that reason the song cannot be protected by copyright." The song was a popular one of its kind, tho now long forgotten. Clifford and Huth used to sing it. The first two lines of the chorus ran thus:

"Oh! have you ever seen my Dora Dean,
She is the hottest thing you ever seen?"

With due respect to the court, without suggesting that Mr. Justice Scrutton's remark above quoted would be applicable to this case, and with a sense that one is treading on dangerous ground in the discussion of such matters, one can hardly see much harm in these lines to-day. Have we grown less particular during the years that have passed since the Spanish War?

In 1903 the case of *Barnes vs. Miner* was tried in New York. Hattie Delaro Barnes had been presenting a quick-change act with a novel feature in the shape of kinetoscope pictures thrown upon a screen during her temporary absences from the stage, showing her making the changes in the dressing room. In one change she gave an impersonation of Anna Held. There were a few lines of introductory dialog which might be called mildly suggestive, between the impersonator and her maid. Little Adolf Zink, of "Lilliputian" fame, adopted the kinetoscope idea in an act of his own, but did not copy the Barnes pictures, dialog nor impersonations. The court, however, held not merely that there was no infringement, but that the complainant's act was not a dramatic composition within the meaning of the copyright law, basing this conclusion largely on the immoral and indecent character of the piece and on the authority of *Martinetti vs. Maguire*, and saying: "Society may tolerate, and even patronize, such exhibitions, but Congress has no constitutional authority to enact a law that will copyright them and the courts will degrade themselves when they recognize them as entitled to the protection of the law." Here again, one thinks of the enthusiasm with which we have flocked to the Russian Ballet, and feels like saying: "Are we really as bad as all that?"

It is not necessary to defend the silly salaciousness of many cheap burlesques, vulgar cabaret shows and bad motion-pictures, but when the next attempt is made in a copyright case to excuse the dinginess of the pot by the smuttiness of the kettle, will not the court take a somewhat more liberal view than is expressed in the language of the opinions to which reference has been made? At any rate it seems a fair question whether immorality, real or fancied, in the subject matter should be allowed as an excuse to an infringer of copyright. It comes pretty near allowing him to defend by setting up his own wrong. He is saying, in effect: You have no



FIVE-FOOT POSTER IN RED, WHITE AND BLUE USED BY ENGLISH

right to circulate or perform this work because of its immorality, therefore, you cannot stop me from circulating or performing it. And the outcome is as illogical as the argument. In 1817 an English court refused to forbid the piratical publication of Southey's "Wat Tyler" because of its supposed seditious character. The result, we are told, was that thousands of copies were sold at a penny apiece.

RIDER PRESS GIVES DINNER

PRINTERS OF THE PUBLISHERS' WEEKLY ENTERTAIN STAFF

The Rider Press, who print the PUBLISHERS' WEEKLY, *Information*, *The Library Journal*, *International Military Digest* and a half dozen other periodicals, gave all the members of its staff and of the staff of the Office of the PUBLISHERS' WEEKLY a Christmas-New Year's get-together dinner at the Hotel Martinique, Tuesday evening, December 19th, in celebration of the successful completion of its third year of business. Covers were laid for sixty and the following menu enjoyed:

Huitres de Blue Point	
Céleri	Olives
Purée Mongole	
Filet de Sea Bass	
Meunière	
Pommes de Terre Hollandaise	
Poulet Roti Philadelphia	
Au Cresson	
Petit Pois	
Salade Chiffonade	
French Dressing	
Biscuit Glacé	Gateaux
Café Noir	

After the dinner came songs by "local talent," several reels of motion pictures—including the excellent film on "The Making of

A Book," courteously loaned for the occasion by Doubleday, Page & Company—and readings from Dickens and Kipling by Professor Frederick D. Losey of Columbia University. In addition to the usual candies, "smokes," etc., each guest received a complimentary copy of one of the Press's most recent book productions. A special orchestra furnished music thruout the evening, and it was well past midnight before the party broke up. The unexpected appearance of "Vol. 2" of *The Mysterious Rag*, the Press employees' own house organ, was an event of the evening.

POSTAL NOTES

PROPOSED NEW LEGISLATION

MR. FITZGERALD has introduced into the House a bill (H. R. 17815) providing for a reduction on parcel post rates for all foodstuffs. The bill provides:

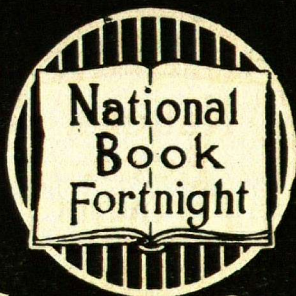
That all farm products, articles of food, and manufactured foodstuffs which are now mailable and embraced within the classification of fourth-class mail matter and not exceeding one hundred and fifty pounds avoirdupois in weight shall, subject to existing restrictions as to matter of an injurious or perishable character, be subject to the following rates of postage only, to wit, 3 cents for the first pound or fraction thereof and 1 cent for each additional pound or fraction of a pound.

These rates of postage are to be for delivery in any part of the United States, without regard to the zones provided for in the present parcel post act.

Mr. Rouse introduced a bill (H. R. 18376) providing for one cent postage on local delivery letters.

Several bills have been introduced providing for changes in the pay and classification of postal employees, and one (H. R. 18451) for a "standard sign or emblem" for post-offices.

this Xmas BOOK HOME Reading for the Good of it



DEALERS DURING THE RECENT NATIONAL BOOK FORTNIGHT

COPYRIGHT NOTES

EXAMINATION PAPERS COPYRIGHTABLE

THE English *Author* reports an interesting copyright case which came up before Justice Paterson in London recently over the question of copyright in examination papers set by London University. The appointment of university examiners is conditioned, among other things, upon their vesting in the university any copyright possessed by them for the university. The university, in turn, assigned the copyright to certain examination papers set by its examiners to the plaintiff in the present case, the University of London Press, Ltd., and the latter published a pamphlet containing thirty-six of the papers. In the same month, defendant, the University Tutorial Press, Ltd., reprinted sixteen of these papers—from the papers as issued to candidates, not from plaintiff's pamphlet—along with answers and comments. Plaintiff sued, and, after amending its writ to include as co-plaintiffs Prof. Lodge and Mr. Jackson, the examiners responsible for the three mathematical papers reprinted by the plaintiff, the action came on for trial.

Defendant made four claims: First, that there was no copyright in the examination papers, since they were not original literary works, not even, strictly speaking, "compilations." The judge denied this claim, holding that the papers were "literary works," since "the words 'literary work' covered works which were expressed in printing or writing, irrespective of the question whether the quality or style was high.

The second defense was that the questions were not "original," plaintiffs having merely drawn from the stock of knowledge common to all mathematicians, a proceeding taking no time, and that there was, consequently, no in-

fringement. The court overruled these claims for obvious reasons. "And, after all," the judge said, "there remained the rough, practical test that what was worth copying was *prima facie* worth protecting."

The third complaint was that if there was any copyright it was not vested in the plaintiff company, but in the examiners. This was upheld, on the grounds that the examiners worked independently, under only the most general instructions from the university, and were not part of the staff of the university, the copyright thus belonging to the examiner rather than to his "employer." It was urged by plaintiff that copyright was vested in the university, since examiners were employed with the stipulation that this should be the case. The court held, however, that, the copyright having originally belonged to the examiner, it still belonged to him in the absence of the written assignment required by the copyright act. Hence plaintiffs could only sue for infringement of the copyright in the papers prepared by Prof. Lodge and Mr. Jackson.

The final defense was that defendant's use of the papers had been a fair dealing for the purposes of private study. Justice Paterson denied this claim, on the ground that it could not be contended that the mere republication of a copyright work was a fair dealing because it was intended for purposes of private study, nor if an author produced a book of questions for the use of students could another person with impunity republish the book with the answers to the questions.

He was, therefore, of opinion that the plaintiffs' claim succeeded so far as the papers prepared by Prof. Lodge and Mr. Jackson were concerned, but that the present action failed with regard to the others. With regard to

the costs, the plaintiff company were thruout entitled in equity to the copyright in the papers, and after Prof. Lodge and Mr. Jackson were added as plaintiffs the defendants continued to resist the plaintiff's claim. In these circumstances the proper order was that the defendants should pay the plaintiffs' costs of the action except so far as increased by the claim in respect of the papers other than those set by Prof. Lodge and Mr. Jackson, and that the plaintiffs should pay the defendants' costs so far as increased by such claim.

RECORD OF AMERICAN BOOK PRODUCTION, OCTOBER, 1916

INTERNATIONAL CLASSIFICATION	New Publications		By Origin				Total
	New Books	New Editions	American Authors	English and Other Foreign Authors			
				American Manufacture	Imported		
Philosophy.....	34	1	27	3	5	35	
Religion, Theology.....	69	8	61	4	12	77	
Sociology, Economics.....	76	3	70	2	7	79	
Mil. & Naval Sci.	4	1	5	....	....	5	
Law.....	9	1	10	....	....	10	
Education.....	26	2	27	....	1	28	
Philology.....	22	2	15	6	3	24	
Science.....	37	4	32	1	8	41	
Applied Science, Engin'g...	41	4	39	....	6	45	
Medicine, Hygiene.....	31	11	39	....	3	42	
Agriculture.....	40	3	40	....	3	43	
Domestic Economy.....	8	2	9	....	1	10	
Business.....	25	6	29	....	2	31	
Fine Arts.....	21	....	18	....	3	21	
Music.....	6	....	6	....	....	6	
Games, Amusements.....	8	....	8	....	....	8	
General Literature, Essays...	28	4	24	4	4	32	
Poetry and Drama.....	67	10	60	12	5	77	
Fiction.....	83	4	73	8	6	87	
Juvenile Books.....	92	7	87	3	9	99	
History.....	58	5	44	4	15	63	
Geography, Travel.....	23	....	19	1	3	23	
Biography, Genealogy.....	30	1	26	1	4	31	
General Works, Miscel....	6	....	6	....	....	6	
Total.....	844	79	774	49	100	923	

*These figures include pamphlets, of which 169 were recorded in October. In October, 1915, 835 new books and 146 new editions were recorded.

COMMUNICATIONS

THE ENGLISH TRADING WITH THE ENEMY (1916) COPYRIGHT ACT

London, England, November 27, 1916.

Editor THE PUBLISHERS' WEEKLY:

Your article headed "The Berne Convention in Time of War," published in the PUBLISHERS' WEEKLY for November 11th, does not do justice to the position of this country. . . .

The position with regard to the Berne Convention is really very simple. It is an international convention dealing with principles which are to be applied by the countries which are parties to it. It has never formed part of the municipal law of Great Britain.

The principles agreed on in the Convention were embodied in our Copyright Act and were thus made applicable to British subjects, and the provisions of the Act were further made applicable to citizens of the other countries signing the Act by order in council.

The highest legal authorities in this country advised our Government that the existence of a state of war with Germany rendered inoperative the extension of the provisions of our copyright act to German subjects, just as any special treaties between Great Britain and Germany became inoperative on the outbreak of war, and it followed that German books issued after August 4th, 1914, were unprotected in this country.

Our Government therefore decided to pass this act to give the German authors all the protection possible without making it legal for British subjects to trade with the King's enemies, which is the utmost any reasonable person can demand.

The act is therefore no breach of the Berne Convention, but, on the contrary, an act passed in war time to protect the interests of our enemies in order that this country's laws may be in keeping with the spirit of the Berne Convention.

The fact that some twenty states signed the Berne Convention does not force two of those states, who happen to be at war with each other, to continue to apply their municipal laws to the citizens of the enemy state, nor does it make this cessation of the application of the municipal laws a breach of the Convention as far as other signatories of the Convention are concerned.

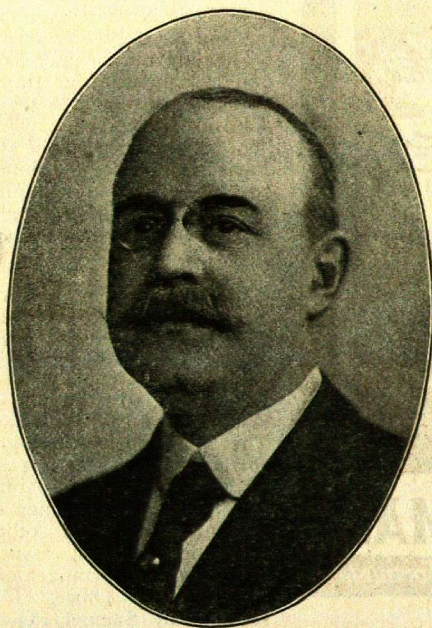
Where does the "Scrap of paper" come in?

GEOFFERY S. WILLIAMS,
Of Williams & Norgate.

OBITUARY NOTES

JOHN H. MAY, for some years manager of the sales department of Grosset & Dunlap, died at his home in New York on December 21. He had been an invalid for many months, never having fully recovered from a surgical operation he underwent in the spring of 1915. Mr. May, almost the last of the "Old Guard" that made the "eighties" famous in the annals of the book-trade, was born and brought up in Trenton, N. J. When still a young boy at school,

Horatio Alger, Jr., who at that time was a tutor in the Seligman family, at the instigation of his uncle, sent "Johnny" May fifty copies of "Ragged Dick," for which May canvassed the town and sold them all. This was May's introduction to the book business. The following year, Alger secured for May a position with Macfarland, a New York bookseller, at the corner of Twenty-third Street and Broadway, the present site of the "Flat Iron" Building. After remaining with Macfarland for several years, May took a position with Porter & Coates, for whom he traveled, with the exception of three years, up to the time when Henry T. Coates & Co. sold out their business to John C. Winston Co. It was thru Mr. May's intimate acquaintance with the author that the famous Horatio Alger books were secured to Porter & Coates. As Mr. May was unable to make satisfactory arrangements with



JOHN H. MAY

the successors to Henry T. Coates & Co., he removed to New York City and took a position with Hurst & Co., where he remained three years, or until January 1, 1908, when he joined the forces of Grosset & Dunlap. During his career of more than forty years as a salesman, he made for himself an enviable reputation for honesty, integrity and straightforwardness, winning many friends in the book-trade and among his colleagues on the road.

HUGO MÜNSTERBERG, noted professor of psychology at Harvard and author of many books, died suddenly on December 16, while lecturing before one of his classes. It is a curious coincidence that within three months Harvard has lost the two most noted members of her philosophy staff, the other being Josiah Royce.

Prof. Münsterberg's functions as a psychologist were rather lost sight of during his war-time activity as a propagandist, but the public will remember that it was his gift for popularizing science, applying it to every-day conditions, that gained for him a large following in the course of his twenty-four years' occupancy of a Harvard chair. He was born in Danzig in 1863. In 1882 he was graduated from the Danzig gymnasium and for five years thereafter he studied at Leipzig and Heidelberg. Leipzig made him a Ph.D. and Heidelberg a doctor of medicine. In 1887 he became an instructor and assistant professor at the University of Freiburg. In 1892, at the suggestion of Prof. William James, President Eliot invited him to come to Harvard as assistant professor of psychology, and he accepted. Twelve years later he decided to return to Germany, but was persuaded to stay at Harvard by Dr. Royce. Subsequently, he declined several invitations to join the faculties of German universities, including the University of Königsburg, to which the German government called him in 1905 to fill the chair which had been occupied for thirty years by the philosopher Immanuel Kant. In 1910 he did return to Germany, but it was only for a year to act as Harvard exchange professor at the University of Berlin and to organize the Amerika Institut at the request of the Emperor. Prof. Münsterberg was the author of the following books: "Psychology and Life," 1899; "Grundzuge der Psychologie," 1900; also other works in German; "American Traits," 1902; "The Americans," 1904; "Principles of Art Education," 1905; "Eternal Life," 1905; "Science and Idealism," 1906; "On the Witness Stand," 1907; "Psychotherapy," 1908; "Philosophie der Werte," 1908. "The Eternal Values," 1909; "Psychology and the Teacher," 1909; "Aus Deutsch-Amerika," 1909; "American Problems from the Point of View of a Psychologist," 1910; "American Patriotism," 1913; "Psychology and Industrial Efficiency," 1913; "Vocation and Learning," 1912; "Psychology: General and Applied," 1914; "War and America," 1914; "Business Psychology," 1915; "Peace and America," 1915; "Acquirement of Abilities," 1916; "Photoplay: a Psychological study," 1916; "Tomorrow," 1916. Contributor to magazines, educational and psychological publications, etc. Editor of Harvard Psychological Studies since 1903.

PERSONAL NOTES

JOHN R. ANDERSON, well-known New York bookseller, has undergone a severe operation at St. Luke's Hospital, and will probably not be about again for four or five weeks.

W. F. B. CONNERS, cashier and at one time director in John Wiley & Sons, retired recently after completing but a few months short of forty-nine years of service with that firm. Mr. Connors started as list boy and assumed the duties of cashier in 1883. His many friends in the trade wish him "luck" in his new post as "gentleman of leisure."

LITERARY AND TRADE NOTES

HARPER & BROTHERS will publish "Wildfire," a new novel by Zane Grey, on January 12.

THE "OXFORD DICTIONARY" has moved another step towards completion, and a new section, V—Verification, edited by Dr. W. A. Craigie—has just appeared.

AT A MEETING of the Board of Directors of John Wiley & Sons, Inc., held at its office, 432 Fourth Avenue, New York City, on December 13, 1916, Mr. W. O. Wiley was elected treasurer of that corporation, to succeed Mr. Charles Wiley, deceased, and Mr. E. P. Hamilton was elected secretary, to succeed Mr. W.

GUIDO BRUNO, publisher of *Bruno's Weekly*, was arrested on December 16, charged by the Society for the Suppression of Vice with publishing an improper book in "Edna—A Girl of the Streets," written by Alfred Kreymbourg and published nearly three years ago. Bruno testified that the motive of the book was to expose the sordidness of vice and that the repulsive passages were intended to bring out the truth in regard to the conditions. He was held over for trial in Special Sessions under \$500 bond.

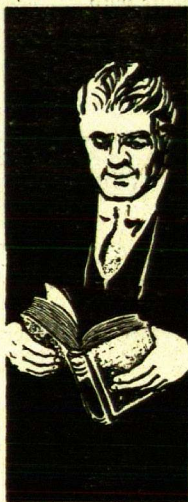
THE CONTINUING SUCCESS of Romain Rolland's "Jean Christophe" is only another evidence of the fact that the only limits to the life of a novel are its inherent worth and the publisher's willingness to push it. Tho the first of this series, "Jean Christophe," now going to press for a twelfth time, was published six years ago, the demand for the whole series is steadily on the increase, and last month four times as many were sold as were sold in November a year ago. "Jean Christophe in Paris" is just being printed for an eighth time, and "Jean Christophe: Journey's End" for a seventh time.

AMONG RECENT English "war" books of interest are "Sir Douglas Haig's Great Push," published by Hutchinson & Company, and "A Diary of the Great War," issued by John Lane. The first appears in eight fortnightly parts and is illustrated by about 700 official photographs, cinematograph films and other authentic pictures, issued by exclusive arrangement with the War Office. The second, "by Samuel Pepys, jun.," consists of running comment on the war which has been running for

months in *Truth*. It is said to be marked by all the pleasant satire, quiet humor, and sound common sense of the original Pepys. The illustrations by Mr. Watson Williams, quaintly described on the title page as "Effigies Newly Engraven at large upon Copper," add materially.

PUBLISHERS AND BOOKSELLERS in the vicinity of 36th Street, New York City, may be glad to recommend Barbour House, a new venture under church auspices at 330 W. 36th Street, between 8th and 9th avenues, to the younger women (35 is the age limit) in their employment. The house is new and up to date, artistically, tho simply, furnished and equipped with many baths and showers. A sun-parlor, outdoor sleeping porch and fireplaces are some

NO Present
gives so
great and lasting
pleasure as a
Book and noth-
ing that gives so
much pleasure
costs so little



GIVE BOOKS THIS XMAS

The National Book Fortnight

ONE OF THE FOUR THREE-COLOR POSTERS FURNISHED THE
ENGLISH TRADE DURING NATIONAL BOOK FORTNIGHT

O. Wiley, who resigned that office to assume the treasurership.

The New York Booksellers' School reopens at the West Side Y. M. C. A. on Friday, January 5, after a five-week recess during the holiday rush season. The Director of the course is especially desirous that all who are interested in the course and who did not attend the fall term take up the work with the beginning of the second term. To this end he has arranged with the Y. M. C. A. for a special rate of \$7.50 for the remaining 12 or 15 weeks. As in the past, the sessions of the school will be held from 8 to 10 on Friday evening, the first hour being devoted to the study of literature and the second to practical problems in bookselling.

of the attractions. Room and board are to be had as low as \$3.50 (not including lunch, except on Sundays). Only 115 or 120 can be accommodated, and the house is planned for girls earning less than \$8 weekly. A cafeteria run in connection with the house serves lunches at ten and fifteen cents. This, of course, is not restricted to the guests of the house. And, withal, the house claims to be self-supporting!

"I AM SO WEARY—AND SO POOR—from having to rebind American made books that I can no longer contain my indignation," a correspondent wrote the *Printing Trade News* recently. "What redress has a book buyer when new books for which he has paid first class prices are such a wreck from cheap putting together, for it can scarcely be said that these books are bound—he is obliged to resort to rebinding within a year or so. Let me illustrate: The first of C—'s books I bought were published by an English house and bound in good red covers. The later books of the same author were published by an American firm at the same price (\$1.35) and were presented in similar red covers. The later purchases are now in a state of wreck from loose backs and wretched putting together. I have no alternative but to have them rebound. Yet the two earlier purchases—published by the English publisher—with fully twice the usage—are as good as the day I bought them. This is but one of many examples on my limited shelves. What can I do about it? A grocer can be jailed for selling short measure; reputable merchants will take back defective goods. What steps can be taken with the publisher? After this, I must needs favor books produced in England and save money and annoyance."

BUSINESS NOTES

NEW YORK CITY.—Broadway Brevities was recently incorporated to do a printing, book-selling and stationery business at 1504 Times Bldg.

NEW YORK CITY.—Frank D. Ferrone is a newcomer in the book business at 2 W. 45th St., Room 1202.

NEW YORK CITY.—The Lamb Publishing Company is removing from the Brunswick Building, 225 Fifth Avenue to new and more commodious quarters at 251 Fifth Avenue, the corner of 28th St. Eight thousand square feet of ground floor space will be occupied in the new location.

AUCTION SALES

DEC. 28, 29 AT 10 A. M. AND 2 P. M. (Four sessions.) Catalogue of the private library of the late Dr. Robert A. Blood, Charlestown, Mass., with books from the library of the late Patrick A. Collins, Boston, Mass. (1689 lots.)—*Libbie*.

JAN. 2-5 AT 2:30 P. M. (Four sessions.) Catalogue of the interesting library of Dr. Russell W. Moore, New York, books on art, travel, prints, rare bookplates, first editions of English and American authors [etc.]; books of the same character from various consignors. (No. 1262; 1276 lots.)—*Anderson*.

RARE BOOKS, PAMPHLETS, PICTURES, and autographs, relating chiefly to American history, in part from the library of Judge Samuel Sewall of Massachusetts, brought a total of \$16,370.25 for the 193 lots at a sale by Scott & O'Shaughnessy in the Collector's Club, New York City, on December 8. George D. Smith paid the highest price, \$1600, for "The Acts and Laws of His Majesties Colony of Connecticut in New England," small folio, old sheep binding, Boston, printed by Bartholomew Green and John Allen, 1702. Mr. Smith also gave \$1360 for the first edition printed in the American Colonies of "The Pilgrim's Progress" by Bunyan. The present copy is of equal or greater rarity than any of the editions printed during the authors lifetime. Other items, with the prices and the names of the successful bidders, included:

"The Revolution in New England Justified" by Edward Rawson and Samuel Sewell, R. H. Dodd, \$660; "A Narrative of the Proceedings of Sir Edward Androse and His Complices" by William Stoughton, R. H. Dodd, \$305; "The New England Psalm Singer or American Chorister," Boston, 1770, the frontispiece, 108 pages and 8 preliminary pages of music, engraved by Paul Revere, George D. Smith, \$240; "The Innocent Vindicated from the Falsehoods and Slanders of Certain Certificates" by Daniel Leeds, duodecimo, New York, printed by William Bradford, George D. Smith, \$750; "News of a Trumpet Sounding in the Wilderness" by Daniel Leeds, George D. Smith, \$400; "The Testament of the Twelve Patriarchs, the Sons of Jacob," printed and sold by William and Andrew Bradford, George D. Smith, \$300; "All Slave-Keepers That Keep the Innocent in Bondage Apostates" by Benjamin Lay, Philadelphia, printed by B. Franklin, R. H. Dodd, \$910; Holograph manuscript of the earliest published original poem by Oliver Goldsmith, entitled "Stanzas on the Taking of Quebec and the Death of General Wolfe," George D. Smith, \$1520.

BIBLIOGRAPHICAL NOTES

CATALOGS OF NEW AND SECOND-HAND BOOKS

Karslake's Book Auction Records, Vol. 13, 1915-16, is just issued. The four parts which appeared thruout the year are reprinted here, each in a separate alphabet, followed by a useful general index which mentions the date of each edition as well as the page reference of its recorded price. (London: Karslake & Co. 630 pp. Cr. 8vo.)

Alex. M. Brown, Inc., New York, 150 Nassau St. Catalogue: Americana, autographs, first editions, Lincolniana. (No. 15; 826 items.)

Wm. Brown, Edinburgh, 18 B George St. Catalogue of books from various collections on miscellaneous subjects. (No. 224.)

F. C. Carter, London, 71 Middle Lane, Hornsey, N. Hornsey book list: Books of five centuries, with autograph letters, manuscripts and prints. (No. 55. 1123 items.)

Rob. H. Dodd, New York, Fourth Ave. and 30th St. Catalog: Cruikshankiana. (No. 22.)

Wm. J. Gerard, Philadelphia, 2005 Brandywine St. Catalogue of books on geology and paleontology. (No. 58; 311 titles.)

John Heise, Syracuse, N. Y. Special bargain list of autographs at 50 cents each. (No. 215; 321 items.)

Joseph McDonough Co., Albany, N. Y., 73 to 79 Hudson Ave. Xmas catalogue of scarce and fine books. (No. 332; 2561-2832 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); Sq., obl. nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Ackley, Buel Clifford. Dewitt Clinton Ackley, Clarissa Woodworth Ackley; their ancestors and descendants. [Limited ed.] Seattle [The author, 646 Central Bldg.] '15 27 p. por. coat of arms 8° \$2

Alcedo y Herrera, Dionisio de. Descripción geográfica de la real Audiencia de Quito. [N. Y.] Hispanic Soc. of America. '15 35+100 p. facsms. map 8° \$2 n.

Andrews, Israel Ward. Manual of the Constitution of the United States. [Rev. ed.] N. Y., Am. Book Co. c. 375+56 p. por. 12° \$1

Anna Louise, Sister [originally Anna L. Goodrow]. The communion prayer book; by a sister of St. Joseph; prayers and instructions with illustrated thoughts on holy communion. [2d ed.] Chic., D. B. Hansen & Sons. c. 300 p. il. 32° 25 c.; leath. \$2

Austin, Oscar Phelps. Uncle Sam's secrets; a story of national affairs for the youth of the nation. [New ed., rev.] N. Y., Appleton c. '97-'16 7+336 p. il. pls. D \$1 n.

Ayer, Fred Carleton. The psychology of drawing; with special reference to laboratory teaching. Balt., Warwick & York. c. 9+186 p. (12 p. bibl.) pl. 12° \$1.25

Bächer, E: Leonard. Export technique; a series of typical export transactions based on actual orders. N. Y., Business Training Corporation. c. 129 p. (3 p. bibl.) il. pls. forms (part fold.) 12° (Course in foreign trade) (with the course)

Bailey, Alb. E: The Gospel in art. Bost., Pilgrim. c. 10+483 p. il. pls. (2 col.) O \$3 n. bxd.

Gives one hundred and thirty-two of the best-known pictures on the life of Jesus by ancient and modern masters, with interpretative text and short biographical sketches of the artists.

Bailey, Liberty Hyde. The pruning-manual; being the 18th ed., rev. and reset. of The pruning-book, which was first published in 1898. N. Y., Macmillan. c. '98-'16 13+407 p. il. figs. D \$2 n.

Bailey, Ruth M. Physical training methods for the school room. [Geneseo, N. Y., The author.] c. 188 p. O pap. 75 c.

Baker, Emilie Kip, comp. and ed. Short stories and selections; for use in the secondary schools; comp. and annotated with questions for study. N. Y., Macmillan. c. 11+263 p. front. S 25 c. n.

Barnes, W: Emery, D.D., ed. A companion to Biblical studies; being a rev. and re-

written ed. of The Cambridge companion to the Bible. N. Y., Pott. 10+671 p. il. pls. col. maps (1 double) O \$4 n.

Includes the new, pertinent research material of the last twenty years.

Bates, Sylvia Chatfield. The vintage; front. by Paul Julien Meyland. N. Y., Duffield. c. 55 p. D bds. 75 c. n.

Tells of the change of heart that came to a young radical when he read his grandfather's letters. They were written in Civil War camps and told of the devotion to the flag that made men die for it.

Beaton, Kenneth Carroll [K. C. B., pseud.]. Ye townie gossip. [Third series] N. Y., Duffield. no paging il. O bds. \$1 n.

Selections from (shall we call it "free prose"?) which K. C. B. contributes to the New York American.

Beveridge, Alb. Jeremiah. The life of John Marshall. v. 1, Frontiersman, soldier, law-maker, 1755-1788; v. 2, Politician, diplomatist, statesman, 1789-1801. Bost., Houghton, Mifflin. c. 26+506; 18+620 p. il. pls. col. fronts. por. facsms. O \$8 n. bxd.

Authoritative biography of the great statesman whose influence was a decisive factor in shaping the form of our government. Volumes now ready carry the story thru his early life, his service in the Revolution, his legislative career and his special embassy to France, down to the time of his induction to the Supreme Court. They are complete in themselves, covering an integral part of his life and illuminating the history of the United States during a crucial phase of its development.

Blackburn, G: And., comp. and ed. The life work of John L. Girardeau, D.D., LL.D., late professor in the Presbyterian Theological Seminary, Columbia, S. C. Columbia, S. C., State Co. c. 432 p. 8° \$1.50

Boyajian, Zabelle C., comp. Armenian legends and poems; il. by [the compiler]; with an introd. by Viscount Bryce; and a contribution on "Armenia: its epics, folk-songs, and mediaeval poetry," by Aram Raffi. N. Y., Dutton. 194 p. mounted col. pls. Q \$8 n.

Examples chosen are typical of Armenian literature, and are translated so as to convey the local coloring. Unusual illustrations are inspired by Armenian illumination as seen in the mediaeval missals.

Bracq, Jean Charlemagne. The provocation of France; fifty years of German aggression. N. Y., Oxford Univ. c. 7+202 p. D \$1.25 n.

Follows the events in German policy since 1863 which the author sees as well-planned steps against France.

Brinsmade, Herman Hine. For the good of the party; or, the fortunes of "The Blackville Star." Bost., Sherman, French. c. 195 p. O \$1.25 n.

Paul Ashton, optimist from college, sets out to aid the Democratic Party thru the medium of newspaper-

dom. It takes some hard knocks and exciting adventures to make him realize that his own good faith is being shamelessly traded upon, and that the politicians are being benefited at his expense. But the loss of his newspaper is more than offset by the acquirement of experience and the only girl in the world.

Brown, Bliss S. Modern fruit marketing; a complete treatise covering harvesting, packing, storing, transporting and selling of fruit. N. Y., O. Judd Co. c. 19+283 p. il. 12° \$1.25

Brown, Howard N., D.D. Freedom and truth; and other sermons in King's Chapel; with a brief historical sketch. Bost., W. B. Clarke Co. [26 Tremont St.] c. 4+337 p. front. D \$1.75

Author has been for twenty-one years minister of King's Chapel, Boston.

Burton, Annie Cooper. The Ku Klux Klan; cover design by Howard Willard. Los Angeles, Cal., W. T. Potter. c. 38 p. front. D pap. 35 c.

Description of the Ku-Klux, with copy of their original prescript.

Cabot, R: Clarke, M.D. A layman's handbook of medicine; with special reference to social workers. Bost., Houghton Mifflin. c. 17+523 p. figs. O \$2 n.

"To boil medicine down to the essentials needed by the general public and yet to avoid making it tasteless is the attempt of this book." Chapters upon infectious and industrial diseases, and lists of questions and answers.

Carlyle, T: Carlyle's Frederick the Great; abridged and ed. by A. M. D. Hughes. [N. Y., Oxford Univ.] 32+376 p. D \$1 n.

Cescinsky, Herb. English furniture of the eighteenth century. 3 v. N. Y., Funk & W. il. pls. 4° hf. mor. set \$50 n.

Chandler, Christine, and Wood, Eric. My book of beautiful legends; with 12 il. in col. by A. C. Michael. N. Y., Funk & W. 10+367 p. pls. O \$1.50 n.

Interesting collection drawn from classic and Norse myths, mediæval religious legends and tales, Japanese, Irish and German folk-lore.

Chrysostom, Brother J: [originally Jos. J: Conlan]. Development of personality; a phase of the philosophy of education; with introd. by T: W. Churchill. Phil., J. J. McVey. c. 25+379 p. (19 p. bibl.) 12° \$1.25

Clark, Anna Taggart. The quest of "Little Blessing"; cover design and il. by Howard Willard. Los Angeles, Cal., W. T. Potter. c. 55 p. D 50 c.
Tells how Baby "Blessing" was lost and found.

Clay, Oliver. Heroes of the American Revolution. N. Y., Duffield. c. 307 p. front. D \$1.25 n.

Partial contents: The men of Massachusetts; The royal Province of Virginia; The part New York played; The writer of our Declaration of Independence; The birth of the American army; Our Commander-in-Chief.

Coburn, Louise Helen. Kennebec; and other poems. Bost., Sherman, French. c. 139 p. O \$1.25 n.

Cohen, Julius H: The law; business or profession? N. Y., Banks' Law Pub. c. 18+415 p. (4° p. bibl.) 12° \$2.50

Congregational Churches of the U. S. National Council. Tercentenary Commission. Pilgrim deeds and duties; a handbook of Congregational history and outlook, prepared for the tercentenary of Congregationalism in America, 1620, 1920. Bost., Pilgrim. c. 11+115 p. il. pls. por. 12° 35 c.

Cortright, Alice Celia Messenger [Mrs. W: H. Cortright], comp. Elijah B. Cook, born Sept. 11, 1759, and his wife Charity Lockwood Cook, born June 27, 1762. Homer, Mich., Charity Cook Chapter, D. A. R. 20 p. 12° pap. \$1 n.

Cyclopedia of civil engineering; a general reference work on surveying, highway construction, railroad engineering, earthwork, steel construction, specifications, contracts, bridge engineering, masonry and reinforced concrete, municipal engineering, hydraulic engineering, river and harbor improvement, irrigation engineering, cost analysis, etc.; prepared by a corps of civil and consulting engineers and technical experts of the highest professional standing; il. with over 2000 engravings. 9 v. Chic., Am. Technical Soc. pls. plans forms diagrs. 8° \$29.80

Other editions pub. by American School of Correspondence, Chicago.

Darling, C: D. Doubters and their doubts. Bost., Sherman, French. c. 117 p. D \$1.10 n.

Written for those who are unable to believe in the authenticity of some passages contained in the Bible, book aims to adjust these doubts to a religious faith.

Davenport, C: Benedict. Huntington's chorea in relation to heredity and eugenics; based on field notes made by Eliz. B. Muncey. Cold Spring Harbor, N. Y., Eugenics Record Off. 196—222 p. tabs. double map O (Bulletin) pap. 15 c.

Davis, Muriel O. The political history of France, 1789-1910. N. Y. [Oxford Univ.] 151 p. geneal. tabs. D 85 c. n.

Defoe, Dan. The life and strange surprising adventures of Robinson Crusoe; ed. with an introd. and notes by W. P. Trent. Bost., Ginn. c. 34+360 p. il. pls. por. facsms. 12° 60 c.

De Koven, Anna Farwell [Mrs. Reginald De Koven]. The Counts of Gruyère. N. Y., Duffield. c. 143 p. il. pls. col. front. O \$2 n.

History of famous little Swiss town and of the lives of its counts.

Delta Sigma Rho. University of Chicago Chapter. The literacy test for immigrants; a debate; the constructive and rebuttal speeches of the representatives of the University of Chicago, champion of the Central Debating League, 1916, in the eighteenth annual contests of the league, against Michigan and Northwestern, January 21, 1916. Question: "Resolved, That the United States should adopt a literacy test for all European immigration"; Chicago vs. Michigan at Chicago; won by Chicago; Northwestern vs. Chicago at Evanston: won by Chicago. Chic. [The author] 62 p. (6 p. bibl.) por. group 8° \$1

Dench, Ernest A. Advertising by motion pictures. Cin., Standard Pub. c. 255 p. O (Business-getting publicity methods) \$1.50

Practical study of the many ways in which the manufacturer and dealer can use moving pictures as advertisements. Calls special attention to their value for getting foreign trade.

Dryden, Ja. Poultry breeding and management. N. Y., O. Judd Co. c. 14+402 p. il. 12° \$1.60

Edwards, Llewellyn N: A genealogical record of the descendants of John Edwards, 168- to 1915. [Bangor, Me., T. W. Burr Pr. and Advertising Co.] c. 395 p. il. pors. coat of arms 8° \$5.50

Eliot, George [pseud. for Mrs. Mary Ann Evans Lewes Cross]. *Romola*; with an introd. and notes by C. B. Wheeler. N. Y., Oxford Univ. 36+688 p. S 85 c. n.

Scenes of clerical life; ed., with an introd. by W. Warde Fowler, and notes by E. Limouzin. N. Y., Oxford Univ. 15+468 p. S 70 c. n.

Ellerbe, Rose L. Tales of California yesterdays; cover design and il. by Howard Willard. Los Angeles, Cal., W. T. Potter. c. 205 p. D \$1

Book of short stories attempting to reproduce some of the phases of California's past.

Evans, Donald. Nine poems from a valetudinarian. Phil., N. L. Brown. c. 51 p. D bds. \$1 n.

Farnham, Alb. Burton. Home manufacture of furs and skins; a book of practical instructions telling how to tan, dress, color and manufacture or make into articles of ornament, wear and use. Columbus, O., A. R. Harding. c. 285 p. il. por. S \$1

Home taxidermy for pleasure and profit; a guide for those who wish to prepare and mount animals, birds, fish, reptiles, etc., for home, den or office decoration. Columbus, O., A. R. Harding. c. 246 p. il. diagrs. S \$1

Flemming, L: And. Practical tanning: a handbook of modern processes, receipts, and suggestions for the treatment of hides, skins and pelts of every description, including various patents relating to tanning, with specifications. 3d ed., in great part rewritten and thoroughly rev.; il. by six full-page plates. Phil., H. C. Baird & Co. c. 21+594 p. 8° \$6

Foley, Ja. W: New verses of human folks; the friendly Foley book. Bismarck, N. D., R. D. Hoskins. c. 79 p. 8° \$2.50

Fox, Isabella. Solomon Juneau; a biography, with sketches of the Juneau family. Milwaukee, Evening Wisconsin Pr. c. 218 p. il. pls. pors. plan 12° \$2

Fox, Selina Fitzherbert, M.D., comp. and ed. A chain of prayer across the ages; forty centuries of prayer, 2000 B.C.-A.D. 1915; comp. and arranged for daily use; with index of subjects and authors. [New ed.] N. Y., Dutton. 291 p. S leath. \$2 n. bxd.

Franklin, W: S., and MacNutt, Barry. Gen-

eral physics. N. Y., McGraw-Hill. 604 p. il. 8° \$2.75 n.

Fratcher, W: F. Fratcher's instantaneous 8 hour wage calculator. [Detroit, Mich., Duncan & Ferschneider Co.] c. 2 mounted tabs. obl. 8° \$1

Garis, Howard Roger. Daddy takes us hunting birds; il. by Eva Dean. N. Y., Fennoc. 160 p. pls. col. front. D (Daddy ser. for little folks) 40 c.

Gillespy, Frances Lytle. Layamon's Brut: a comparative study in narrative art. Berkeley, Cal., Univ. of Cal. 510 p. O (Pubs. in modern philology) pap. \$1.50

Girault, Arthur. The colonial tariff policy of France; ed. by Charles Gide. N. Y. [Oxford Univ.] 8+305 p. tabs. O \$2.50 n.
By professor of political economy in the law faculty, University of Poitiers.

Gloria, F. M. A war bride's adventure; an interview with St. Peter. South Bend, Ind., Seemore Co. [510 Dean Bldg.] c. 95 p. front. S bds. 75 c. n.

Adventures of a young woman reporter at the front. Tells how she and a French aviator interviewed St. Peter and then found themselves in a hospital, and of the wedding in a Broadway church.

Goodnow, Minnie. Outlines of nursing history. Phil., Saunders. c. 370 p. il. pors. figs. maps D \$2 n.

Gives main facts of nursing history to present time. Author was formerly superintendent of the Woman's Hospital, Denver.

Green, J: R: A short history of the English people; rev. and enl., with epilogue by Alice Stopford Green; with maps and tables. N. Y., Am. Book Co. c. 55+1039 p. geneal. tabs. 8° \$2

Grunzel, Josef. Economic protectionism; ed. by Eugen von Philippovich. N. Y. [Oxford Univ.] 13+357 p. figs. tabs. O \$2.90 n.

Hall, Herb. Ja., M.D., and Buck, Mertice MacCrea. Handicrafts for the handicapped; il. with sketches by the authors and photographs. N. Y., Moffat, Yard. c. 14+155 p. pls. D \$1.25 n.

Outlines system of teaching weaving, bookbinding, cement work and other crafts, suitable for physically or mentally handicapped persons.

Hamlin, Talbot Faulkner. The enjoyment of architecture. N. Y., Duffield. c. 3+349 p. il. pls. O \$2 n.

Addressed to the actual man-in-the-street, to interest him in architectural proportion, balance, rhythm, as exemplified in buildings of the present as well as of the past. Tells how to know the good and the bad in modern architecture, with just enough historic and technical detail to explain and illuminate the fundamental principles of beauty in architectural design and construction.

Hanly, J. Fk. A day in the Siskiyou; an Oregon extravaganza. [Indianapolis, Hanly & Stewart, 747 Lemcke Annex.] c. 154 p. il. pls. (part col.) 4° \$3.50 n.

Herbertson, And. J., ed. The world and Australasia; adapted for use in Australasian schools by O. J. R. Howarth, from The junior geography and other geographies; with a special section on Australasia, by O. J. R. Howarth and Griffith Taylor. [N. Y., Oxford Univ.] 9+423 p. il. charts maps S (Oxford geographies) 90 c. n.

- Hewins, Nellie Priscilla.** The doctrine of formal discipline in the light of experimental investigation. Balt., Warwick & York. c. 8+120 p. (4 p. bibl.) il. 12° (Educational psychology monographs) \$1.25
- Hobart, Alvah Sabin.** Transplanted truths; or, expositions of great texts in Philipians and some related texts. Pub. for the author. Phil., Griffith & Rowland. c. 15+156 p. 12° 75 c.
- Holborn, Ian Bernard Stoughton.** The child of the moat; a story for girls, 1557 A. D. N. Y., G. A. Shaw. c. 408 p. il. D \$1.25
Tale of mystery and adventure concerned with the fortunes of Aline Gillespie, a young Scotch girl at the time of the Reformation. Story was written for thirteen-year-old girl whom author saved from the *Lusitania*. Published "for precocious girls of thirteen."
- Houghton, Harry Garfield.** The elements of public speaking. Bost., Ginn. c. 11+333 p. diags. D \$1.40
Author is assistant professor of public speaking in the University of Wisconsin.
- Howe, Lucien.** Universal military education and service; the Swiss system for the United States. N. Y., Putnam. c. 13+138 p. (3 p. bibl.) il. diags. D \$1 n.
Aims to be a condensed statement of the facts which tend to the conclusion that some form of military education should be universal in this country.
- Indiana. Reformatory. Library.** Library catalog of books belonging to the reformatory. [Jeffersonville, Ind., The reformatory.] 273 p. 8°
- Irving, Washington.** The life of George Washington. Rev. ed. 4 v. in 2. N. Y., Crowell. il. pors. maps (part fold.) 8° \$2.50
- Jack, J. C.** The economic life of a Bengal district; a study. N. Y. [Oxford Univ.] 158 p. tabs. O \$2.50 n.
Concerns the district of Faridpur, its people and their domestic budgets and incomes, and the matters of indebtedness and taxation.
- Jackson, Fk. De Ford.** The Jackson system of mercantile reporting; practical and tested rules on the best and quickest way to establish a mercantile credit reporting agency; every important step set down in detail and in plain and understandable words. [Columbus, O., Sears-Simpson Co.] c. 92 p. 8° \$35
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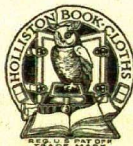
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Directory of Booksellers (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., \$5.00. **PUBLISHERS' WEEKLY**, 241 W. 37th St., New York.

FOREIGN AND SPECIAL BOOKS

American-Scandinavian Foundation, 25 W. 45th St., N. Y. Trans. Danish, Swedish, Norwegian.

William Helburn, Inc., 418 Madison Ave., N. Y. Importers and Publishers of Architectural and Art Industrial Books.

International News Company, 83 and 85 Duane St., New York. Importers of German, French and English Books and Periodicals.

William R. Jenkins Co., Sixth Ave. at 48th St., New York. French, German, Italian, Spanish and other foreign books. Veterinary and Medical books. Books concerning all Domestic Animals.

Lemcke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

Scandinavian Books Exclusively. Albert Bonnier Publishing House, 561 Third Ave., New York.

G. E. Stechert & Co. (Alfred Hafner), 151-155 West 25th St., New York. Books and Periodicals.

E. Steiger & Co., 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

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The Boston Book Co., Boston, Mass. Complete files and back numbers of magazines.

Back vols. and nos. of magazines supplied. **Philadelphia Magazine Depot**, 326 N. 10th St., Philadelphia, Pa.

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William J. Burkhardt, 165 Danforth Ave., Jersey City. Unique Holiday Novelties, Die Stamped Christmas Cards, Post Cards, Calendars, Pen-wipers.

BOOKS WANTED

- William Abbott, Tarrytown, N. Y.
 The Bible and the Newspaper, C. H. Spurgeon.
 Carolina Sports, illus. ed., Elliott.
 Almy, Bigelow & Washburn, Inc., Salem, Mass.
 How to Teach Kitchen Gardening, E. Huntington.
 American Baptist Publication Society, 107 South
 Wabash Ave., Chicago.
 Reproach of Christ, pub. Revell.
 American Baptist Publication Society, St. Louis, Mo.
 Whyte's Bible Characters: Gideon to Absalom, vol. 2;
 Joseph and Mary to James, vol. 4.
 Famous Women of Sacred Story, 2 vols.
 Famous Women of Sacred Story, 2 vols., Rev. Morton
 Bryan Wharton.
 Famous Men of the Old Testament, Rev. Morton
 Bryan Wharton.
 Second-hand copies of Peloubet's Select Notes for
 1914 and 1916.
 John R. Anderson Co., 31 West 15th St., New York.
 Keyes, Fifty Years of Men and Events.
 Arizona University Library, Tucson, Ariz. ..
 Payno, Manuel, El Fistol del Diabolo.
 Payno, Manuel, Los Bandidos del Rio Frio.
 Diaz Covarrubias, Juan. Gil Gómez el insurgente.
 Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.
 Sermons to Individuals, Campbell.
 William M. Bains, 1213-15 Market St., Philadelphia.
 Sladen, Secrets Vatican.
 Burroughs, History of Vaccination, 1913, Welcome Co.
 Corzean, History of Midwifery.
 Eckenstein, Women Under Monasticism.

NOTICE

Lists for insertion in this section should be
 typewritten, and the titles correctly given.
 As we do not undertake to edit the lists the
 onus rests with the advertiser.

THE PUBLISHERS' WEEKLY.

- N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.
 Great Schools of England, Staunton.
 Round the Yule Log, Coffin.
 Frank Bender, 128 Fourth Ave., New York.
 Bryant, W. L. Poems, 2 vols. in brown cloth,
 D. Appleton Co., 1865.
 Matthew Bender & Co., 109 State St., Albany, N. Y.
 Schermerhorn's Actions in Tort at Common Law.
 Book Exchange, 137 Seneca St., Buffalo, N. Y.
 Encyclopaedia Britannica, latest ed.
 I. C. S. 4 vols. Agriculture, either Liby.
 I. C. S. Tech. Lib., Want 35 numbers, send list,
 Volney's Ruins.
 Atlantis.
 Ragnarok.
 Caesar's Column.
 1864 to close of war.
 American Machinist, July, 1914.
 C. L. Bowman & Co., 225 Fifth Ave., New York.
 Index to Poetry and Recitations, Granger.
 Brick Row Print and Book Shop, Inc., 104 High St.,
 New Haven, Ct.
 The Voyage of the Good Ship Bounty, New Bedford.
 Reminiscences of Josiah Quincy, 2 vols.
 Ethan Frome, Edith Wharton.
 Muret-Sanders Dictionary, German-Eng.
 Rodin, Art, Century Co. edition.
 Bridgman & Lyman, 108 Main St., Northampton, Mass.
 Archer, Economic Botany, 1853.
 Sir Robert Ball, Elements of Astronomy.
 Barton, Elements of Botany, 1827.
 Blaikie, Through the Telescope.
 Boucher, Originality of Greece, 1911.
 Campbell, Plato's Republic, Dutton, 1902.
 Philip Fauth, The Moon.

Bridgman & Lyman—Continued.

- Arne Fisher, Mathematical Theory of Probabilities
 and Applications.
 Hatton, Digest of City Charters, Chicago Charter
 Convention, 1906.
 J. H. Hazelton, The Declaration of Independence, Its
 History.
 Mary Mills Patrick, Sappho and Isle of Lesbos.
 Rowland, Preliminary Table of Solar Spectrum Wave
 Length.
 Scheiner, Trans. by Frost, Treaty on Astronomical
 Spectroscopy.
 E. W. Scripture, Elements of Experimental Phonetics.
 F. H. Sears, Practical Astronomy for Beginners.
 Mrs. Nina Moore Tiffany, Letters of James Murray,
 Loyalist.
 J. W. Walseley, General Lee.
 Charter's Methods of Teaching.
 Bryant & Douglas Bk. & Sta. Co., Kansas City, Mo.
 P. G. Hamerton, Handbook of Etching.
 Bryn Mawr College, Pennsylvania.
 Fortnightly Review, vols. 7-36, 1867-84.
 Nineteenth Century, vols. 13-16, 1883-1884.
 David Buel, Columbus, Ohio.
 Henry George, Our Land and Land Policy.
 Brooks Adams, Law of Civilization and Decay.
 Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.
 Capt. Brand, 1864 edition, H. A. Wise.
 John W. Cadby, 50 Grand St., Albany, N. Y.
 American Museum for 1791.
 Green Mountain Emporium, 1839-1840.
 Hesperian, Nos. 16-20, 22, 35, 37, 39, 41, 46, 47.
 Knickerbocker Magazine, 1863-1865.
 Old New York, vol. 2, nos. 5, 6.
 World's Work, vols. 1-4.
 Theller's Canada in 1837, vol. 1.
 Martin's History of N. C., vol. 1.
 Cadmus Book Shop, 150 West 34th St., New York.
 Essex Institute Hist. Collections, vol. 26.
 Darlington, Fort Pitt, 1892.
 Diary David McClure, 1899.
 Brayton Narrative, 1860.
 Spaulding, Catholic Missions of Ky., 1844.
 Bickley, Indian Wars, 1852.
 Ege, History and Genealogy of Ege Family.
 Campion & Company, 1316 Walnut St., Philadelphia.
 Belloc, Aftermath.
 Belloc, Avril.
 My Lady Green Satin, Clesney, trans. from the
 French.
 Carson Pirie Scott & Co. Retail Book Section,
 Chicago.
 Master Stair, Bowman, pub. by Doubleday.
 Chamberlain & Shropshire, Bridgeport, Conn.
 The Scarlet Pimpernel, 60c. ed., Baroness Orczy.
 W. G. Chapman, 118 N. LaSalle St., Chicago.
 The Rainbow, D. H. Lawrence.
 A. S. Clark, 218 Washington St., Peekskill, N. Y.
 National Geog. Mag., before 1906, vols. or nos.
 Burlington Magazine, Jan. 15, 1908.
 A. H. Clark Co., Caxton Bldg., Cleveland, O.
 Williams, Our Relations with Chinese Empire, S. F.,
 1877.
 Williams, S. W., Biographical Sketch, 1889.
 Munsey's Mag., vols. 1-9 and 39 to end.
 Essex Antiquarian, Salem, Mass., vol. 2, no. 2,
 Apr., 1907.
 John Clark Co., 1486 West 25th St., Cleveland, O.
 American Meteorological Journal, complete set, 1884-
 96, or any vols.
 Congregational Review and its forerunner The Boston
 Review, any vols. except vol. 7.
 Eckman, Public Parks and Statistics.
 Lawrence, The Slavery Question.
 Zola's Nana.
 Journal of the Franklin Institute vol. 120, July to
 Dec. 1885.
 Colesworthy's Book Store, Boston, Mass.
 Pre-Historic America, Marquis De Nadaillac.
 Legendary Ballads, England and Scotland, Roberts.

BOOKS WANTED—Continued.

Colesworthy's Book Store—Continued.

Key to the Prophecies, Simpson.
Felt's Annals of Salem.
Naragansett Bay, pub. Putnam.
Anything on Lighthouses.

Colgate University Library, Hamilton, New York.

Bowen, Marjorie, Viper of Milan.
Gould, G. M., Biographic Clinics, vol. 2 only.
Hingston, T. W., Tales of the Enchanted Islands.
Longfellow, H. W., Hiawatha, Indian edition, pub. by Rand.

Psychological Review Publications: *Psychological Monographs*, nos. 7-11, 13, 14, 16.

Skeel, C. A. J., Travel in the First Century After Christ.

Columbus Book Exchange, 10 E. Chestnut St., Columbus, Ohio.

Loisette, Memory System, 6 copies.

Conder's Bookstore, 366 Fifth Ave., New York.

John Oxenham's Bees in Amber.
Shaler's Book of Civil War Verse.
Jennings Family Genealogy.
Lubbock's Origin of Civilization, London ed.
Irving's Sketch Book, 7 parts, 1819.
Rev. John Gow's Memoirs, 1806.
J. S. Jones's Memories of North Carolina.
Hamerton, The Unknown River.
The Magnolia, 1837, An annual.
Irving's Legend of Sleepy Hollow, 1849.

Crist Book Shop, 411 Cedar St., St. Paul, Minn.

The Catholic World, March, 1916.
National Geographic, complete 1911 and 1912.

Dawson's Book Shop, 518 S. Hill St., Los Angeles, Cal.

Rush, Psychopathy, Thru Cora L. V. Richmond.
Hittell's California, vols. 3 and 4, or set.

Denholm & McKay Co., Worcester, Mass.

Letters from Julia, Stead, Lane, 2 copies.

Dixie Book Shop, 41 Liberty St., New York.

London Economist, 1914, '15, '16.
London Statist, 1914, '15, '16.
Com. and Fin. Chronicle, vol. 5.
Stock Exchange Listings, bound vols.
Bond Value Tables.
Any books by Friedrich List, English or German.
Meaning of Money, Withers.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Tusser, Five Hundred Points on Agriculture.

Dulany-Vernay Co., 339 North Charles St., Baltimore, Md.

Mill's Statistics of South Carolina.

Daniel Dunn, 677 Fulton St., Brooklyn, N. Y.

Colliers, Science Library, cheap set.
Gray's Anatomy, 1905 edition.
Harper's Weekly, indexes only, 1858-1891.
John Burrows Works, Riverby ed., vol. 1 only.

E. P. Dutton & Co., 681 Fifth Ave., New York.

Big Game Hunting on the Kenai Peninsula.
Clark, Shakespeare's Little Lad.
Crevecoeur, Letters of an American Farmer.
Forrester, Frank, Field Sports and any others.
Forbes, Malcome, As to Polo.
Fraser, In the Shadow of the Lord.
French Songs and Ballads, old, in English.
Green & Mayo, Biography of Lord Jeffrey Amherst.
Paine, Bigelow, Life of Mark Twain, 1st ed.
Pryor, Mrs., Reminiscences of Peace and War (if it contains portrait of Mrs. Douglas).
Tracy, The Pillars of Light.
Tracy, The Diamond King.

Eau Claire Book & Stationery Co., Eau Claire, Wis.

Encyclopedia Britannica, 11th ed., thick paper, any binding.
A. E. Eddy, 852 Broad St., Providence, R. I.
Back nos. of the *Jughend*.
Isam's Early Rhode Island Houses.
Bliss, Rehoboth.
Carpenter, South County Neighbors.

Paul Elder & Co., 239 Grant Ave., San Francisco.
Happiness, Hitty.

H. E. Fisk, Box 212, Topeka, Kansas.

Brown, War 1812, vol. 1.
Christian Science Journals, 1883 to 1893.
Retrospection and Introspections, 1st ed.
Science and Health, 1st to 15th editions.
Gregg, Commerce of Prairies, vol. 1.

W. Y. Foote Co., University Block, Syracuse, N. Y.

Darby O'Gill and His People.
Navarre Edition of Dumas, vols. 8 and 22.
Either Burton or Lane Arabian Nights, cloth or leather binding.
Scribner's Magazine for Feb., Mar., Apr., July, Aug., Sept., Oct., 1900; Aug. and Sept., 1901; Apr., May, June, July, Aug., 1902; Aug., 1903, and Jan., 1904.

Franklin Bookshop, 929 Walnut St., Philadelphia.

Coues, Fur-bearing Animals.
Bean, Fishes of Peuna, Hbg., 1892, 2 copies.
Cope, Batrachia of N. America.
Bull. T., U. S. Entom. Comm., Inj. Insects.

Free Public Library, New Haven, Conn.

Harvard Classics, vol. 9, red cloth, Collier.

F. Galler, 141 West 24th St., New York.

National Geographic Magazine, Old nos. and old vols. from origin to date, especially years 1906-1911; best prices paid.

J. Gardner, 18 Broughton St. E., Savannah, Ga.

A Book on Wooden Shipbuilding, quote title, author and price.

Gleason Book Co., 104 Jay St., Schenectady, N. Y.
Elements Electrical Engineering, pub. Colliery Eng. Co.

The J. K. Gill Company, Portland, Ore.

Ward's Dictionary of Prose and Poetical Quotations, Crowell's thin paper, 2 vols.
Goodwin Smith, In Quest of Light.
Phylos, A Dweller on Two Planets.
A. S. Osborn, Question Documents.
Charlotte M. Yonge, Six Cushions.
The Quicksilver Resources of California, issued by the California State Mining Bureau.
De Sade, Works of.
Riddell, Emanuel.

New or second-hand copies of the above.

Goldman's Book Store, 424 So. Dearborn St., Chicago.

Truth Libr., J. W. Brooks, 23 vols.
4th vol. of Horne's Introduction.
The Work of Clement of Rome.
The Work of Hermes the Shepherd.
The Work of Enoch the Prophet.

Goodspeed's Book Shop, 5A Park St., Boston, Mass.

Anderson, Voice from Harper's Ferry, 1861.
Boston Museum of Fine Arts, Cat. of Exhibition.
Graphic Arts, Ca., 1896.
Britannica, Last ed., (not Sears-Roebuck).
Channing, W. E., Unitarianism, Origin and Hist., 1895.

Crockett, Black Douglas, Maid Margaret, Joan Sword Hand.

Egleston, Life Gen. John Paterson, 1898.
Fuller, George, Life of, Boston, 1886.
Hale, Susan's Escort.

John Burt.

Lyons, Colonial Furniture.

Marsden, Amer. Field Sports, 4 copies.

Naragansett Hist. Reg., vol. 2, no. 3; vol. 3, no. 1.

New England Coast Pilot, 1834.

Niles, Bog-trotting for Orchids.

Rhode Island, Vital Records, vol. 9.

Genealogies: Doty-Doten, McKean, 1890; Scott of

Hathfield, 1906; Tanner, 1910; Cutter, New England

Families, 4 vols., 1915.

Edwards, Jonathan, Religious Affections of,

Hopkins, Isabel, Service Book of Orthodox Church,

H. & M.

Sherman, Francis, Matins.

W. A. Gough, 25 W. 42d St., New York.

Fairbanks, First Philosophers of Greece.

Free Trade Advocate, Any vols.

Fulbeck, Direction or Preparation to the Study of the

Law (Revised), London, 1808.

BOOKS WANTED—Continued.

W. A. Gough—Continued.

Garnett, Hand Spinning, 1896, Dulac.
 Georgia Reports, vol. 48.
 Green, Lectures on Principles of Political Obligations.
 Glover, Life and Letters in the Fourth Century.
 Grinzrot, Wagen und Eahrwerke Munich, 1817.
 Griswold, Descriptive List of American International, Romantic and British Novels, 1890-2.
 Grovner, American Securities.
 Hall, Wilderness and Warpath, 1846.
 Hartman, Law of Carriers, 2d edition.
 Harvard Museum of Comparative Zoology Bulletins, quote any from vol. 5 to vol. 32.
 Hatch, Influence of Greek Ideas on the Usage of the Christian Church.
 Harrison, Fairfax, Roman Farm Management, by a Virgin Farmer.
 Horsburgh, E. L. S., Lorenzo the Magnificent.
 Hoskyns, History of Agriculture.
 Howard, Philosophy of Artistic Singing, 1906.
 International Law, Quote anything on
 Iowa Supreme Ct. Reports, vol. 69.
 Jenks, History of Real Property.
 Jones, Paul the Orator.
 King, Italian Unity.
 Leathe, The Claims of the Old Testament, a pamphlet.
 Lichtenberger, Germany and Its Evolution in Modern Times.
 Louisiana Annual Reports, vol. 10.
 Macdougall, Origin of the Legend of the Holy Grail, 1903.
 May, Treatise on the Law Privileges, Proceedings and Usage of Parliament, 1906.
 Martin, W. A. P., The Chinese.
 McHenry, The Cotton Trade, London, 1863.
 Meilen, Oder, Lake Dwellings, Switzerland.
 Mero, American Play Grounds.
 Morgan, League of the Iroquois, reprint.
 Morgan, Habit and Instinct.
 Nashe, Works, ed. by McKerrow, 5 vols.
 N. Y. Misc. Reports, vols. 39 and 44.
 Nutt, Happy Other World in Mythico, Romantic Literature of the Irish People, 1895-97.

John L. Grant, 127 Genesee St., Utica, N. Y.
 Diefendorf, Historic Mohawk.
 Hall's Book Shop, 384 Boylston St., Boston, Mass.
 Manors of Virginia in Colonial Time.
 Lathrop C. Harper, 437 Fifth Ave., New York.
 Wright, Early Bibles of America, 1894.
 Harper & Brothers, Franklin Sq., New York.
 Climatology, Blodgett.

Harrison Co., Atlanta, Ga.

Shepard's Missouri Supreme Ct. Citations, 1902 ed.
 Shepard's Ga. Citations.
 American Bankruptcy Reports.
 Harvard Co-operative Society, Inc., Cambridge, Mass.
 Gales, Three Studies in Literature.
 Bohn-Bawerk, Positive Theory of Capital, Eng. trans.
 Macfadden, Truth in Religion, Mac.

Archibald Henderson, Chapel Hill, N. C.

Archibald Henderson, Interpretation of Life, and the Modern Spirit, 3 copies.
 Archibald Henderson, Mark Twain, 3 copies.
 Emerson Hough, The Way to the West.
 W. S. Bryan, Pioneer Families of Missouri.

Norman W. Henley Pub. Co., 132 Nassau St., New York.

The Locomotive Up-to-date, McShane.
 One Thousand Pointers for Machinists, McShane.
 Ernst Hertzberg & Sons, 703 Schiller Bldg., Chicago.
 O. Henry, Manuscript edition.
 Field, Japan paper.
 Mark Twain, Autograph edition.
 Burns, Gebbie imprint.

Walter M. Hill, 831 Marshall Field Bldg., Chicago.
 O. Henry, Four Million, or any other 1st edition.
 Stephen Crane Works.

W. M. Hill—Continued.

Grolier, The Boston Port Bill.
 Carpenter, History of Georgia from its first settlement to the present time, Phila., 1882.
 Le Bas, Charles, Travels in America, 1850.
 Pennsylvania at Chickamauga and Chattanooga, 1897.

Himebaugh & Browne, 471 Fifth Ave., New York.

Depew's Library of Oratory.
 Historic Dress in America, vol. 1.
 Marshall's Life of Washington.

Hochschild, Kohn & Co., Baltimore, Md.

The Genius, Dreiser.
 Under the Southern Cross.
 The History of Kent County, Maryland, Uisilton.
 The History of Cecil County, Maryland.
 The History of Harford County, Maryland, Preston.
 A Trip to the Rappahannock, Maryland, N. P. Willis.
 The History of Virginia, John Estlin Cook.
 The Land of Legendary Lore, Ingraham.

Wm. B. Hodby's Olde Booke Shoppe, 624 Penn Ave., Pittsburgh, Pa.

Legends of Michigan, Littlejohn.
 After the Thousand Years, Trench.
 Thoughts on the Apocalypse, B. W. Newton.

Paul B. Hoerber, 67 East 59th St., New York.

Index Catalog Surgeon-General's Library, 1st series, vols. 4-7 inclusive; 2d series, quote any.
 Browning Circulation on Nervous System.
 Draper Physics.
 Journal of Physiology, Cambridge, set or odd vols.
 Brain, 1902 to date.

Holmes Book Co., 333 S. Main St., Los Angeles, Cal.

Armies of India, Painted by Major A. C. Lovett.
 Text by Major A. F. MacMunn, D.S.D., pub. by A. C. Black.
 Ray's Arithmetic, Third Part, with Key.
 Morals and Dogma, Albert Pike, Any ed.
 Dweller on Two Planets, Phyllos.

George P. Humphrey, Rochester, N. Y. [Cash.]

Autographed Photograph of James Whitcomb Riley.
 Cushman Genealogy.
 Clark's History of Onondaga.
 Pouchot's Memoirs of the Late War Between France and N. A., trans. by Hough.
 Burritt's Atlas of the Heavens.
 Turner's History of the Holland Purchase.
 Morgan's Ancient Society.
 Life of William F. Cody, "Buffalo Bill," Hartford, about 1874.

Humphrey's Book Shop, 21 Bromfield St., Boston.

Library of Original Sources, 10 vols.
 Crevecoeur, Letters From an American Farmer.
 Frohawk's British Birds, 6 vols.
 Mairs, Mackenzie Basin.
 Macfarland's Notes on Mammals and Birds of Canada.
 Cassin's Synopsis of American Ornithology, 1862.
 The Gannet, Guernsey, London.

Hunter & Co., Inc., 629 E. Broad St., Richmond, Va.

Werner's Britannica, vols. 9, 16, 22, 23, 24.
 H. R. Hunting Co., Besse Place, Springfield, Mass.
 Emerson, Mass. Report on Trees and Shrubs.

International News Co., 83-85 Duane St., New York.

Haggard, Ayesha.
 Roberts' Animal Stories, illus., Bransom.

Geo. W. Jacobs & Co. 1628 Chesnut St., Philadelphia.

Fac-simile Reprint, The New York Directory for 1786 with preface by Noah Webster.
 Meakin's Model Factories and Villages.

Anton I. Jansky, 19 East Adams St., Chicago.

Noeffier, Boig. of Sonia Kovelski.

E. W. Johnson, 10 W. 28th St., New York.

Gallopig Dick, Marriott.
 Old Love Stories Retold, Le Gallienne.
 Parfit Gentle Knight, Andrews.
 The King's Rivals, Barrow.
 French Chateaux Series, Champny; any.

BOOKS WANTED—Continued

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Henry Ford, part 2.
King Lear and the Tempest in the Rolfe Shakespear, 3 parts.
Notes on Some Rare Portraits of Whistler, Lane.
Thoughts on Art and Life, Leonardo De Vinci, Updike, \$6.

Kansas City Book Exchange, 715 Main St., Kansas City, Mo.

Set Greek and Latin Classics, 15 vols., Athenian edition, Marion Mills Miller, ed.

Kendrick-Bellamy Co., 16th St. at Stout, Denver.
One Set Encyclopedia Britannica, Cambridge, full sheep, thin paper.
Bronze Bell, Louis Vance.
Three Systems of Life Insurance, Merwin Tabor.

Kimball Bros., 46 Columbia St., Albany, N. Y.
R. G. White's Shakespear, 12 vols., must be in fine condition.
R. D. Joyce's Irish Fireside Tales.
R. D. Joyce's Legends of Wars in Ireland.
Lossing's War of 1812.
Gurden's Traverse Tables.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
Kelley, Walter Reed and Yellow Fever, Doubleday.

Charles E. Lauriat Co., 385 Washington St., Boston.
Man's Place in the Universe, Wallace.
Austin's Lectures on Jurisprudence.
Historic Homes and Churches in Virginia, Lancashire, Lippincott.
Some Whims of Fate, M. M. Dowie.
The Crook of the Bough, M. M. Dowie.
Love and His Mask, M. M. Dowie.
Things About Our Neighborhood, M. M. Dowie.
Southern California, Holder.
Antiquities of Catalina, Holder.
Along the Florida Reefs, Holder.
Angling, Holder.
Game Fishes of California, Holder.
Buckle's Civilization in England, 2 v. 8vo. Eng. Ed. or early, Appleton.
Missionary Herald, 1870-1900.
A Record of the Streets, Alleys, etc., in the City of Boston, compiled by the Street Com. Boston, 1910.
Hist. of Hatfield, Mass.

Library of Congress, Washington, D. C.
Coutant, C. G., History of Wyoming, v. 2-3, Laramie, Wy., 1899.

J. S. Lockwood, 43 Federal St., Boston.
Mark Twain sq. 8vo. ed. of Huckleberry Finn and Tow Sawyer; good second-hand copies, clean inside.

Loring, Short & Harmon, Portland, Me.
Good Fairy and the Bunnies, A. A. Green, McClurg.

Lowdermilk & Co., Washington, D. C.
Fleming, Kate Danton.
Chesterfield, Letters, 4 or 5 vols.
Mahan, Influence of Sea Power on French Revolution, 1st ed., 2 vols.
Niles, Bog Trotting for Orchids.
Steinmetz, General Lectures on Electrical Engineering.
Ritschl, Christian Doctrine of Justification.
Castle, Pride of Jennicoe.
Bellows, Philosophy of Eating.
Meynell, Anthology of English Verse.
rke, Snake Dance of Moquis of Arizona.
Masper, Egyptian Archaeology, 6th ed.
Shakespeare, Works, edited by Malone, 21 vols., London, 1821.
Carson, History of Supreme Court, U. S.
Brown, Literary History of Persia from Firdawsi to Sa'di.
Downes, Logarithms.
Woodlock, Anatomy of a Railroad Report.
Lancaster, Historic Homes and Churches of Virginia.
Draper's King's Mountain and Its Heroes.
Howe, Hist. Coll. of Virginia.
Works of Hippocrates.

Lowman & Hanford Co., Seattle, Wash.

Science and Art of Phrase Making, David Wolfe Brown, Shorthand Publication Bureau, Wash., D. C.

McDevitt-Wilson's, Inc., 30 Church St., New York.
Bushell, Horace, Life of, Munger.
Century Dict., 12 vols., not 10 v. and 2 supplements.
Fischer, H. M., Oedma, N. Y., 1910.
The Children's Hour, H. M. Cloth.
Geo. Fox, The Friends and the Early Baptists, Pal-lack, 1868.
Geo. Fox's Journals.
Harvard Classics.
Gibbon, Autobiography of.
Granger's Index to Poetry.
Newspaper and Magazine Index.
Index to Fairy Tales.
Index to Short Stories.
Grove, Dictionary of Music, 1910.
International Standard Bible Encyclopedia, 2d hand.
Old London edn. of Mrs. Jameson's Wks., ill., Longm.
Kercheval, Samuel, A History of the Valley of Virginia, Winchester, S. H. Davis. Pub. Co., 1833.
Kingsley's Memoirs and Letters by His Wife, 1882.
Mason, O. T., Indian Basketry, Museum Natural History.
Peppermint, Pub. Lathrop Lee, 1899.
Rhode Island, Its Making and Meaning, Richman, cheap.
Mysteries Unveiled, No. 9, and Our Near Future, No. 3, W. A. Ridd.
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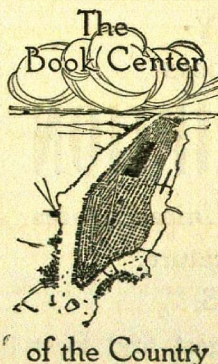
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